



GlaxoSmithKline Consumer  
Healthcare Pakistan Limited  
35-Dockyard Road,  
West Wharf,  
Karachi - 74000,  
Pakistan

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October 27, 2020

The General Manager  
Pakistan Stock Exchange Limited  
Stock Exchange Building  
Stock Exchange Road  
Karachi - 74000

Subject: **Financial results for the third quarter ended September 30, 2020**

Dear Sir,

We have to inform you that the Board of Directors of our company in their meeting held on October 27, 2020, at GSK Consumer Healthcare Pakistan Limited, 35 – Dockyard Road, West Wharf, Karachi, recommended the following:

**(i) CASH DIVIDEND**

Nil

AND/OR

**(ii) BONUS SHARES**

Nil

The financial results of the Company are as follows:

	Quarter ended		Nine months ended	
	September 30, 2020	September 30, 2019	September 30, 2020	September 30, 2019
	Rs.		Rs.	
Net sales	<b>5,281,070,998</b>	3,913,657,094	<b>14,489,452,714</b>	11,812,260,072
Cost of sales	<b><u>(3,921,720,533)</u></b>	<u>(2,715,910,259)</u>	<b><u>(10,504,606,977)</u></b>	<u>(8,026,525,766)</u>
Gross profit	<b>1,359,350,465</b>	1,197,746,835	<b>3,984,845,737</b>	3,785,734,306
Selling, marketing and distribution expenses	<b>(814,537,355)</b>	(703,285,834)	<b>(2,264,588,301)</b>	(2,138,610,379)
Administrative expenses	<b>(79,578,523)</b>	(72,367,973)	<b>(200,448,245)</b>	(185,675,547)
Other operating expenses	<b>(36,770,392)</b>	(33,017,554)	<b>(120,127,487)</b>	(101,571,312)
Other Income	<b><u>18,133,428</u></b>	<u>13,508,435</u>	<b><u>41,703,208</u></b>	<u>41,895,328</u>
Profit from operations	<b>446,597,623</b>	402,583,909	<b>1,441,384,912</b>	1,401,772,396



Finance cost	<u>(20,174,878)</u>	<u>(4,967,195)</u>	<u>(59,918,833)</u>	<u>(163,252,105)</u>
Profit before taxation	426,422,745	397,616,714	1,381,466,079	1,238,520,291
Taxation	<u>(130,463,408)</u>	<u>(118,091,880)</u>	<u>(401,908,085)</u>	<u>(350,178,072)</u>
Profit after taxation	<u>295,959,337</u>	<u>279,524,834</u>	<u>979,557,994</u>	<u>888,342,219</u>
Earnings per share	<u>Rs. 2.53</u>	<u>Rs. 2.39</u>	<u>Rs. 8.37</u>	<u>Rs. 7.59</u>

Yours sincerely,

Ms. Mashal Mohammad  
Company Secretary

cc: Head of Operation,  
Central Depository Company of Pakistan Limited,  
99-B, Block – B, S.M.C.H.S.,  
Main Shakra-e-Faisal,  
Karachi – 74000

Director/HOD,  
Surveillance, Supervision and Enforcement Department  
Securities and Exchange Commission of Pakistan  
NIC Building, 63 Jinnah Avenue,  
Blue Area,  
Islamabad